

**Amendments to the Claims**

This listing of claims, if entered, will replace all prior versions and listings of claims in the present application.

1.     **(Currently Amended)** A method in a computer system comprising:  
defining a forecast snapshot, wherein  
    the defining comprises:  
    receiving an interval, wherein  
        the interval specifies a frequency at which forecast snapshots are  
        generated,  
    receiving a specified day within the interval, wherein  
        the forecast snapshot is generated on the specified day, and  
    receiving specified roles of participants **in a reporting hierarchy of the**  
        **participants**, wherein  
        the forecast snapshot comprises information regarding a member of **[[the]]**  
            **an** organization, and  
        the information indicates the member is assigned one of the specified roles  
            **in the reporting hierarchy**;  
causing a processor of the computer system to determine if a valid reporting hierarchy **of**  
    **the participants** has been defined;  
causing the processor to generate an indication of validity, in response to a determination  
    that the valid reporting hierarchy **of the participants** has been defined;  
in response to the indication of validity, causing the processor to automatically generate  
    the forecast snapshot, wherein  
        the forecast snapshot is based on opportunity information of the participants, and  
        the forecast snapshot comprises the opportunity information; and  
causing the processor to automatically send an alert notifying the participants of the  
    generation of the forecast snapshot.
2.     **(Previously Presented)** The method of claim 1 wherein a participant of the  
participants updates the forecast snapshot in response to the alert.

3-5. (Cancelled)

6. (Currently Amended) The method of claim 1 wherein the reporting hierarchy comprises more than one level, and the validating comprises :

detecting whether a participant of the participants is included at more than one level of the reporting hierarchy, and  
detecting whether there exists only one root in the reporting hierarchy of participants.

7. (Currently Amended) The method of claim 6 further comprising ~~[[when]]~~ ;  
if the reporting hierarchy ~~of participants~~ is invalid~~[[:]]~~ ,  
notifying a user~~[[:]]~~ , and  
correcting the reporting hierarchy.

8. (Currently Amended) The method of claim 1 wherein the generating further comprises:  
for each participant of the participants, retrieving opportunity information; and  
generating a forecast summary in accordance with the reporting hierarchy ~~of the participants~~, wherein  
the forecast summary is based on the opportunity information retrieved for each participant of the participants.

9. (Previously Presented) The method of claim 1 wherein the forecast snapshot is associated with a forecast period.

10. (Currently Amended) The method of claim 8, wherein the forecast snapshot further comprises:  
the forecast summary, wherein  
the forecast summary comprises one or more data fields based on processing of the opportunity information, and

the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of  
forecasted revenue by probabilities of an opportunity,~~  
generating ~~[[the]]~~ a forecasted revenue by summing revenue of at  
least one opportunity, and  
generating an expected revenue based on an adjustment of the  
forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and  
an audit trail of edits to the forecast summary.

11. (Previously Presented) The method of claim 9 further comprising: receiving an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.
13. (Previously Presented) A computer system comprising a processor and a memory, wherein the memory stores program instructions executable by the processor to:  
define a forecast snapshot, wherein  
the definition of the forecast snapshot comprises:  
receiving a schedule, wherein  
the schedule specifies a frequency at which forecast snapshots are  
created, and  
receiving an indication of participants, wherein the forecast snapshot  
comprises information regarding the participants;  
cause the processor to determine if a valid reporting hierarchy of the participants has been  
defined;  
cause the processor to generate an indication of validity, in response to a determination  
that the valid reporting hierarchy of the participants has been defined;  
in response to the indication of validity, automatically generate the forecast snapshot,  
wherein

the forecast snapshot is based on opportunity information of the participants, and the forecast snapshot comprises the opportunity information; and automatically send an alert to the participants indicating the forecast snapshot has been created.

14. **(Currently Amended)** The computer system of claim 13, wherein the schedule is based on a user-defined interval, and the participant updates forecast information in response to the **notifying alert**.
15. **(Currently Amended)** The computer system of claim 13 wherein the **[[the]]** computer system is further configured to perform validation during the defining of the forecast snapshot.
16. **(Currently Amended)** The computer system of claim 15 further comprising: a notification component configured to notify a user, if the **reporting** hierarchy **of participants** is invalid; and a correction component configured to facilitate correcting the **reporting** hierarchy, if the **reporting** hierarchy **of-participants** is invalid.
17. **(Currently Amended)** The computer system of claim 13 wherein the **[[the]]** computer system is further configured to:  
for each participant of the participants, retrieve opportunity information; and generate a forecast summary in accordance with the **reporting** hierarchy **of-the participants**, wherein the forecast summary is based on the opportunity information retrieved for each participant of the participants.
18. **(Currently Amended)** The computer system of claim 17, wherein the forecast snapshot further comprises:  
the forecast summary, wherein

the forecast summary comprises one or more data fields based on  
processing of the opportunity information, and  
the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of  
forecasted revenue by probabilities of an opportunity,~~  
generating ~~[[the]]~~ a forecasted revenue by summing revenue of at  
least one opportunity, and  
generating an expected revenue based on an adjustment of the  
forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and  
an audit trail of edits to the forecast summary.

19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.

20. (Previously Presented) A computer-readable storage medium comprising instructions executable to implement a method, the method comprising:  
receiving a schedule for generating forecast snapshots;  
receiving an indication of participants to be included in the forecast snapshots;  
determining if a valid reporting hierarchy of the participants has been defined;  
generating an indication of validity, in response to a determination that the valid reporting hierarchy of the participants has been defined;  
in response to the indication of validity, automatically generating a forecast snapshot based on opportunity information of the participants, wherein the forecast snapshot comprises the opportunity information, and the forecast snapshot is generated in accordance with the schedule; and  
automatically sending an alert notifying the participants of the generation of the forecast snapshot.

21. (Previously Presented) The computer-readable storage medium of claim 20 wherein the schedule is based on an interval.

22. (Previously Presented) The computer-readable storage medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Previously Presented) The computer-readable storage medium of claim 20 wherein the participants are indicated by their roles within an organization.
24. **(Currently Amended)** The computer-readable storage medium of claim 20 wherein  
the reporting hierarchy comprises more than one level, and  
the validating comprises:  
detecting whether a participant of the participants is included at more than  
one level of the reporting hierarchy, and  
detecting whether there exists only one root in the reporting hierarchy **of  
participants.**
25. **(Currently Amended)** The computer-readable storage medium of claim 24 further comprising:  
notifying a user, if the reporting hierarchy **of participants** is invalid; and  
correcting the reporting hierarchy, if the reporting hierarchy **of participants** is  
invalid.
26. **(Currently Amended)** The computer-readable storage medium of claim 20 wherein the automatically generating the forecast snapshot comprises:  
for each participant of the participants, retrieving opportunity information, and  
generating a forecast summary in accordance with the reporting hierarchy **of the  
participants.** wherein  
the forecast summary is based on the opportunity information retrieved for  
each participant of the participants.
27. **(Currently Amended)** The computer-readable storage medium of claim 26, wherein the forecast snapshot further comprises:

the forecast summary, wherein

the forecast summary comprises one or more data fields based on

processing of the opportunity information, and

the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of~~

~~forecasted revenue by probabilities of an opportunity,~~

generating ~~[[the]]~~ a forecasted revenue by summing revenue of at

least one opportunity, and

generating an expected revenue based on an adjustment of the

forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and

an audit trail of edits to the forecast summary.